



Trade World UTAH

August 2006

EVENT! August 10- Exporting Water Flow Technology to China

In recent years China has had to confront the growing concern for water scarcity and assume measures to counter this potentially devastating threat. China's agricultural sectors, as well as growing industrial and residential sectors, are demanding an increasing amount of freshwater. U.S. exports of irrigation equipment to China have grown 30% since 2003. (From the U.S. International Trade Commission)

Date: Thursday August 10, 2006

Time: 6pm MST

Location: Your Office or Home Computer

Duration: 1 hour 15 min

Cost: \$25 (contact below for payment information)

Agenda Topics:

- China's Water Crisis
- Market Opportunities and Prospects for Continued Export Growth
- Strategies and Best Practices

Speakers:

- David Gossack – Commercial Attache, U.S. Embassy Beijing
- David DeChant – President, Vision Quest Intelligence; former International Marketer and Consultant, MD State Department of Agriculture
- Jennifer Turner, PhD – Coordinator, China Environment Forum, Woodrow Wilson International Center for Scholars

The registration fee to participate in this valuable webinar is only \$75. To register, go to <https://www.buyusa.gov/fresno/waterflowwebminar.html>.

EVENT! August 10- The Battle at the Border- China's Fake Products in the U.S.

China IPR Webinar Series: On August 10, 12:00pm – 1:30pm (MST), the China IPR webinar series will continue with a program on "The Battle at the Border- China's Fake Products in the U.S." The webinar will include stories from U.S. law enforcement officers and will offer border protection options for U.S. companies. To register, please email your contact information to CHINAIPR@mail.doc.gov. The program is free and is part of an ongoing series running from May until December. Past Programs are available on http://stopfakes.gov/events/china_webinar_series.asp.

EVENT! August 16- Eastern Canada's Maritime/Industrial Security Markets

Be a part of our FREE web seminar (webinar) program and learn about the opportunities available in Quebec and Atlantic Canada's industrial and maritime security markets and let the U.S. Commercial

Service in Canada show you how your company can benefit from new Canadian government funding available for these sectors.

Industry experts and commercial specialists in Montreal and Halifax will present an overview of the security markets in these provinces. This one-hour presentation will allow your company to move forward with finding security opportunities in both markets.

We cordially invite you to log-on to our session on Wednesday, August 16, 2006 at 11:30 a.m. MST. NO NEED TO LEAVE YOUR DESK!

RSVP is necessary to confirm your participation. Please click on the following website to register: <http://www.buyusa.gov/canada/en/csmw.html>. Instructions for joining will be sent once you register.

For more information contact:

Connie Irrera, National Sector Coordinator, Safety & Security Industries
US Commercial Service, Montreal
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or

Anne Fisher, Halifax Event Coordinator, Safety & Security Industries
US Commercial Service, Halifax
Tel: (902) 429-2482, ext. 101; E-mail: anne.fisher@mail.doc.gov

EVENT! September 6- Canada's Green Building & Sustainable Design Market, Webinar, 12 pm MST

Given the increased acceptance of greening new and existing buildings and the market interest in sustainable design across North America and around the world, this on-line, interactive Webinar will help you gain valuable insights on the Canadian green building and sustainable design market. It will describe the benefits of fostering two-way partnerships among Canadian and U.S. architectural/engineering firms and present the upcoming U.S.-Canada A/E Partnership Seminar, scheduled for September 20 in Vancouver and September 22 in Toronto.

Keynote Speakers:

JERRY YUDELSON- Associate Principal, Interface Engineering, Portland, Oregon
"Six Good Ideas for Marketing Green Services in Canada"

BRYAN HAYTER- Associate, Rowan Williams Davies & Irwin Inc. (RWDI), Guelph, Ontario
"The Value of Doing Business Internationally"

JUDY SIMONITE- Commercial Specialist, U.S. Consulate General/U.S. Department of Commerce, Vancouver, British Columbia
"The U.S.- Canada A/E Partnering Seminar"

FEE: US\$100 DEADLINE: September 1, 2006

REGISTRATION INFORMATION: <http://www.buyusa.gov/canada/en/greenwebinar.html>

FOR MORE INFORMATION: Contact Judy Simonite at: judy.simonite@mail.doc.gov or (604) 685-3382

International Business Education/Training Offered- Introducing the Salt Lake Community College's Executive Certificate of Global Business Management

The Executive Certificate of Global Business Management is offered to business executives, professionals, working staff, entrepreneurs, and qualified students who wish to increase their knowledge and improve their strategies in global business practices.

The course work is suitable for individuals new to international trade and assumes no prior international experience. But it will also be of value to business managers already involved in international trade who would benefit from an added in-depth exposure to international marketing, finance, and trade management. Professionals from service industries such as banking, transportation, and consultants will also find the courses useful to better understand the needs of their international clients.

The certificate consists of five courses and 30 hours of class instruction. It includes a professional working text and supplements designed to help guide a business into the world market. The courses are taught by experts and leading professional practitioners and will involve developing an international business plan, lectures, case studies, computer lab study, and hands-on practical experience.

Classes start October 5, 2006 and end December 14, 2006. A total of 10 classes will be on Thursday evenings with each class lasting 3 hours (6:00 PM – 9:00 PM). (No class during the Thanksgiving week) Classes will be held at the Miller Business Innovation Center, 9690 S. 300 W, Suite 333, Sandy, UT 84070.

For additional information on this incredible professional development opportunity, contact Stan Rees at 801/957-5556 or stan.rees@slcc.edu, or go to: <http://www.buyusa.gov/utah/globalcert.pdf>.

INDIA BUSINESS DEVELOPMENT SUMMIT AND TRADE MISSION- November/December 2006

India, the world's fastest growing free-market democracy, presents lucrative opportunities for all types of businesses - including U.S. providers of pollution control and water treatment equipment and technologies. In 2005, U.S. merchandise exports to India were almost \$8 billion, doubled since 2002.

U.S. companies have the chance to make or increase sales in this booming market by joining the U.S. Department of Commerce's Business Development Mission to India. Under Secretary for International Trade Franklin Lavin will lead the Mission with coordination by the U.S. Commercial Service.

Start your exploration of India's booming market by participating in the Mumbai Business Summit. Continue your business search by joining one of six spin-off business matchmaking missions to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi.

The Mumbai Business Summit - November 29-30, 2006

Summit participants will have access to India's high-level business, industry, and government representatives and opportunities to gain insights into the country's trade and investment climate during strategic breakout sessions.

Trade Mission Spin-Off - December 4-5, 2006

Narrow your focus and get serious about India by continuing on to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi. The U.S. Commercial Service will arrange market briefings,

networking receptions, and one-on-one business appointments with prospective agents, distributors, partners, and end-users for each U.S. company.

You may choose to register for the summit and a spin-off mission, just the summit, or just a spin-off mission. For additional details and registration information, please visit the India Mission website at <http://www.export.gov/indiamission>.

India: August's Market of the Month

The Indian market and its one billion plus population, presents lucrative and diverse opportunities for U.S. exporters with the right products, services, and commitment. In recent times, the declining value of the dollar, vis-à-vis competitors' currencies, is expanding and accelerating these opportunities. India's infrastructure, transportation, energy, environmental, health care, high-tech, and defense sector requirements for equipment and services will exceed tens of billions of dollars in the mid-term as the Indian economy globalizes and expands. India's GDP, currently growing at around 7 percent, makes it one of the fastest growing economies in the world. Construction of nearly everything from airports to container ports to teleports is setting the stage to remake India. Learn more about opportunities in India today: <http://www.buyusa.gov/india/en/motm.html>.

CAFTA-DR Implemented with Guatemala

On July 1, 2006, the Central America–Dominican Republic–United States Free Trade Agreement (CAFTA-DR) entered into force with respect to Guatemala. A proclamation from President George W. Bush was issued June 30, 2006, and came after Guatemala met its commitments under the agreement. On March 10, 2005, the Guatemalan government ratified CAFTA-DR. The agreement was approved by the U.S. Senate in June 2005 and by the U.S. House of Representatives in July 2005. President Bush signed the agreement into law in August 2005.

CAFTA-DR came into force on March 1, 2006, for El Salvador and on April 1, 2006, for Honduras and Nicaragua. Implementation awaits for Costa Rica and the Dominican Republic.

In a statement issued on the implementation announcement, Secretary of Commerce Carlos M. Gutierrez noted that “with initiatives like CAFTA-DR, the United States has offered a positive vision to the region that advances economic freedom and social reform while strengthening democracies and the rule of law.”

The United States is Guatemala's largest trading partner. In 2005, the United States accounted for 38 percent of Guatemala's imports and received 50 percent of Guatemala's exports.

For more than 20 years, most exports from Guatemala have entered the United States duty-free under the terms of the Caribbean Basin Initiative. CAFTA-DR expands beyond the system of one-way preferences and allows U.S. exports to benefit from duty-free access to the Guatemalan market.

Under the agreement, CAFTA-DR eliminates customs tariffs on most goods, opens service sectors, and creates clear and readily enforceable rules in areas such as investment, government procurement, intellectual property protection, customs procedures, electronic commerce, use of sanitary and phytosanitary measures to protect public health, and resolution of business disputes.

Congress Passes U.S.–Oman Free Trade Agreement

By a 221-205 vote on July 20, 2006, the House of Representatives joined the Senate in approving the U.S.–Oman Free Trade Agreement (FTA). The FTA now goes to President Bush for signature. The Senate had approved the agreement on June 29, 2006, by a vote of 60 to 34. The Oman FTA is a key part of the administration's regional and global efforts to open markets around the world in order to expand U.S. opportunities overseas.

Commenting on the House vote, Secretary of Commerce Carlos M. Gutierrez noted "The Oman FTA levels the playing field for U.S. farmers, ranchers, businesses and service providers, while strengthening the bonds of friendship in a strategically important part of the world."

In a statement, U.S. Trade Representative Susan C. Schwab applauded the vote: "Congress has sent the world a powerful message—America is committed to opening markets and contributing to economic growth and development."

Negotiations for the Oman FTA began in March 2005, and it was concluded in October 2005. The agreement will eliminate tariffs immediately on nearly all industrial and consumer products, except certain textiles and apparel, and on 87 percent of U.S. agricultural exports.

Two-way trade in goods between the United States and Oman was \$1.1 billion in 2005. That same year, U.S. exports of goods to Oman totaled \$595 million. Top markets were machinery, automobiles, optical and medical instruments, and electrical machinery. Also, U.S. exports of agricultural products to Oman totaled \$12.3 million, including hardwood lumber, wheat, and sugars and other sweeteners.

Oman is the fifth country in the Middle East and North Africa to negotiate an FTA with the United States. It is an integral component of President Bush's Middle East Free Trade Area (MEFTA) initiative, which will promote economic growth and opportunity to the Middle East through regional integration. MEFTA will also transform the individual countries of that area into a cohesive market for the United States.

The United States has active FTAs with Israel, Jordan, and Morocco. An FTA with Bahrain is expected to enter into force this year. For information on trade opportunities in this region, go to the Middle East and North Africa Business Information Center: <http://www.export.gov/middleeast>.

Aerospace Executive Service at Africa Aerospace and Defense 2006, September 20-22, 2006, Ysterplaat AFB, Cape Town, South Africa

The Africa Aerospace and Defense Air Show 2006, a biennial event, showcases the significant South African aerospace and defense industry. This is Africa's largest aerospace, defense, and security exhibition, and is a major showcase for marketing aerospace and related defense technology, business and commercial aviation, airline, and equipment and facilities. It attracts official delegations from throughout the African continent, the Middle East, India, and South Asia.

The Aerospace Executive Service (AES) affords lower-cost access to U.S. small- and medium-sized businesses by allowing them to participate in Africa's largest aerospace exhibition without taking on the enormous expense of purchasing and staffing booth space.

Participation in the AES Program includes:

- * 2 days of pre-scheduled meetings with pre-qualified potential partners, agents, buyers, government and military contacts
- * VIP Pass admission to AAD 2006
- * Facilitation of transportation requirements to and from the air show

- * Dedicated meeting area for AES participants in the U.S. Pavilion
- * Your company literature on display at meeting area at the show
- * Pre-show market briefing with welcome kits
- * Invitation to VIP event
- * On-site AES Program coordination by Aerospace & Defense Team staff

For more information and registration, please see the attached flyer or visit <http://www.buyusa.gov/southafrica/en/aad2006.html>.

Recruitment closes Tuesday, August 15, 2006. Space is limited, so early registration is encouraged!!

ENVIRO-PRO 2006, Mexico City World Trade Center, September 27-29, 2006

ENVIRO-PRO 2006 is the largest international exhibition for the environment and energy sectors in Mexico. Environmental manufacturers and service providers who participate in ENVIRO-PRO 2006 have access to an estimated 5,000 visitors within the commercial, industrial and governmental sectors seeking professional environmental services and state-of-the-art environmental equipment in areas including: environmental, plant, maintenance, process and project engineering; industrial plants, hospital facilities and commercial plants construction consulting; certification and education professionals; and renewable energies, quality of air, hygiene and industrial security, soil chemistry, treatment of residual waters and water purification.

Products and services exhibited at the show include: waste disposal and recycling, water and sewage treatment, decontamination of abandoned polluted areas, sewers and drainage systems, prevention of air pollution, metrology and control technology, recycling, sludge treatment and public cleaning.

The U.S. Commercial Service at the U.S. Embassy in Mexico City is participating with a centrally located U.S.A. Pavilion at this important show. For information on how your company can participate, please contact Commercial Specialist Francisco Ceron at: (011-52-55)5140-2640, or by fax (011-52-55) 5566-1111, or by e-mail to: Francisco.ceron@mail.doc.gov.

Catalog Caravan- Iraq, September 2006- January 2007

Announcing the Catalog Caravan-Iraq, a packaged promotion of U.S. companies, highlighted at four separate venues, from the bustling Kurdish North of Iraq, to the oil-rich traditional commercial hub of the South. The U.S. Commercial Service will promote your firm at:

- * Erbil International Fair 2006, September 14-17, 2006
- * Kurdistan DBX Trade Show, November 11-14, 2006
- * Solo Catalog Exhibition, Nasariyah, Iraq, December 2006
- * Solo Catalog Exhibition, Basra, Iraq, January 2007

The U.S. Commercial Service in Iraq is branching out from our highly successful Catalog Exhibition at the 3rd International Rebuild Iraq Exhibition, 8-11 May 2006 <http://www.buyusa.gov/iraq/en/rebuildiraq.html> in Amman. Over three days our staff garnered over 200 leads from 50 registered visitors on behalf of 21 catalogs. We continue to assist our exhibitors in developing those leads today.

The first two venues are horizontal “rebuild Iraq” trade shows to be held in two of Iraq’s most dynamic commercial cities, the rival business capitals of Erbil and Sulymaniyah. The second two stops will be solo

exhibitions – among the first such in years – to be arranged with local business chambers in coordination with the provincial reconstruction teams in those cities. The latter represents a low-cost means to probe unexplored markets and commercial avenues in southern Iraq.

It is not too late to reserve your space in the Catalog Caravan-Iraq. For further information, contact:

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You can join at any leg of our Caravan, but whether you wish to participate in one leg, or the circuit of four, the single payment is \$500.

3rd China International Small and Medium Enterprises Fair

The 3rd China International Small and Medium Enterprises Fair (CISMEF) will be held on September 15-18, 2006 in Guangzhou, China. SME Fair is jointly sponsored by the Chinese government ministries and the Government of Guangdong Province, to build up a platform for small and medium size enterprises from China and abroad to display, trade and cooperate. The 120,000-square-meter exhibition hall contains 4,000 booths. The exhibition hall is divided into 9 industrial areas, which include textile and clothing, shoes, caps, and trunks, toys and craftwork, foods and drugs, household electric appliance, electronics, mechanical equipment, furniture and lamps, ceramics and building materials.

2006 marks the third year of this incredibly successful event in Guangzhou, Guangdong. In 2005, 198,000 exhibitors and buyers attended the fair and signed over 23,000 trade, cooperation or investment agreements with a total trade volume of over 5.3 Billion USD. The Guangdong Province itself is the 15th largest economy in the world and ranks first in economic development in China accounting for over 1/3 of China's import and exports. Small and medium size enterprises in Guangdong are the primary catalyst fueling Guangdong's remarkable growth, with over 900,000 SMEs from every business sector.

The American Chamber of Commerce, South China is very pleased to present SME Fair to the American companies, expecting a great number of buyers and potential distributors for your products and services. AmCham South China has arranged for several exciting "Business Exploration Tours" to several of Guangzhou's hottest economic zones, and will host a seminar on September 14th, on "How to Sell to or Start a Successful Business in China." Deadline for registration is Aug. 15, 2006.

US Commercial Service Guangzhou will support this event. For more information about the Fair, please visit <http://www.csmeff.com.cn/web/english/page1.htm>, or contact:

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European Banking and Insurance Fair 2006, November 13-17, 2006, Frankfurt, Germany

The European Banking and Insurance Fair 2006 is Europe's leading trade fair for the banking, insurance and information technology sectors.

EBIF offers American companies an incredible opportunity to showcase their information technology products and services to buyers from the banks, financial institutions and insurance companies of Europe. EBIF 2006 will be held at the Frankfurt exhibition grounds, and will feature:

- IT hardware and software products
- IT consulting services
- IT security services
- IT training services
- IT marketing services

The U.S. Department of Commerce is offering three participation options for U.S. companies at EBIF:

#1 Product Literature Center in the USA Pavilion. We showcase the products and services of companies not attending the event in person.

#2 Satellite Booth in the USA Pavilion. For companies sending a representative to EBIF, we provide a full-service booth in the USA Pavilion at a special rate.

#3 Standard Exhibitor Booth. We arrange for your company's booth outside the USA Pavilion through the trade show organizers.

For U.S. companies exhibiting at the show, the U.S. Commercial Service offers support via our Exhibitor Outreach Program, providing on-site counseling, market research, appointment matchmaking, and advance outreach, as well as follow-up through our U.S. Export Assistance Centers. The U.S. Commercial Service looks forward to helping you increase your business in Europe!

For additional information, please contact:

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Tell Us About Your International Success

The Commercial Service reports to Congress each year to show that we work with real companies in real business situations. Reporting our performance allows us to continue assisting you!

Please complete the following form (<http://www.buyusa.gov/utah/success.html>) to assist us in our efforts to continually improve the quality and effectiveness of the various export assistance programs and services we offer Utah companies. The information you provide will remain confidential and will only be reported in aggregate with all successes from the country. We realize the sensitivity to releasing sales figures and are happy to receive generalized estimates or ranges. Please us contact with any questions: 801-255-1871. Thanks for your assistance in this effort!